

Message Text

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11

ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-03 H-02 INR-07 L-02

NSAE-00 NSC-05 PA-02 PRS-01 SP-02 SS-15 USIA-15 EB-07

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R 162138Z MAY 75

FM AMEMBASSY OTTAWA

TO SECSTATE WASHDC 6487

INFO AMEMBASSY MOSCOW

ALL CONGENSIN CANADA VIA POUCH

UNCLAS OTTAWA 1873

E.O. 11652: N/A

TAGS:ETRD, UR, CA

SUBJECT: GOC ANNOUNCES ARRIVAL OF HIGH LEVEL TRADE DELEGATION
FROM USSR

REF: A) MOSCOW 6437; (B) OTTAWA 1767; (C) OTTAWA 1854

1. THERE FOLLOWS MAY 16 NEWS RELEASE OF DEPARTMENT
OF INDUSTRY, TRADE AND COMMERCE (ITC) CONCERNING SUBJECT
MATTER:

BEGIN VERBATIM TEXT:

THREE DEPUTY MINISTERS AND A DEPUTY CHAIRMAN FROM
THE SOVIET UNION MET THIS MORNING WITH INDUSTRY, TRADE
AND COMMERCE MINISTER ALASTAIR GILLESPIE TO DISCUSS
PURCHASES IN CANADA OF UP TO HALF A BILLION DOLLARS IN
CAPITQL GOODS AND SERVICES.

THE QUARTETTE MAKE UP PART OF A 12-MAN SOVIET
DELEGATION WHICH WILL TOUR CANADA DURING THE NEXT
THREE WEEKS FOR DISCUSSIONS WITH CANADIAN FIRMS
CONCERNING THE UTILIZATION OF THE \$500 MILLION
EXPORT DEVELOPMENT CORPORATIN LINE OF CREDIT
ANNOUNCED BY MR. GILLESPIE LAST WEEK.

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THE DELEGATION IS LED BY V N SUSHKOV,

DEPUTY MINISTER OF FOREIGN TRADE. WITH HIM IS
N N INOZEMTSEV, DEPUTY CHAIRMAN OF THE STATE
PLANNING COMMITTEE, I N KAPRIVIN, DEPUTY MINISTER
OF THE PULP AND PAPER INDUSTRY, AND M V KANEVSKY,
DEPUTY MINISTER OF THE TIMBER AND WOODWORKING
INDUSTRY, AS WELL AS EIGHT OFFICIALS AND TWO
REPRESENTATIVES OF THE SOVIET EMBASSY IN CANADA.

THEIR VISIT FOLLOWS UP MORE THAN FOUR YEARS
OF ACTIVITY BETWEEN CANADAIN BUSINESSMEN AND SOVIET
INDUSTRIAL OFFICIALS WHO OBJECTIVES WERE TO
IDENTIFY THE INDUSTRIAL SECTORS WHERE CANADAINS COULD
BEST HOPE TO SELL TO SOVIET INDUSTRIAL NEEDS.
THE WORK STEMMED FROM THE CANADA/USSR AGREEMENT ON
THE INDUSTRIAL APPLIATION OF SCIENCE AND TECHNOLOGY,
WHICH WAS SIGNED IN MOSCOW IN JANUARY OF 1971.

SINCE THEN, MORE THAN 325 CANADIANS HAVE VISITED
THE SOVIET UNION AND A SIMILAR NUMBER OF SOVIET
NATIONALS HAVE VISITED CANADA TO DISCUSS AREAS OF
COOPERATION. THESE AREAS INCLUDE CONSTRUCTION,
OIL AND GAS, NON-FERROUS METALS, AGRI-BUSINESS,
TRANSPORT AND ELECTRIC POWER. AS A RESULT OF THESE
EXCHANGES THE VARIOUS SOVIET INDUSTRIAL MINISTRIES
HAVE DEVELOPED A GOOD APPRECIATION OF CANADIAN
CAPABILITIES.

IN ADDITION TO PURSUING NEGOTIATIONS ON SOME
IMMEDIATE BUSINESS OPPORTUNITIES, THE SOVIET
DELEGATION WILL BE DEVELOPING INFORMATION THROUGH
CONTACTS WITH THE CANADAIN BUSINESS COMMUNITY WHICH
WILL ASSIST THEIR PLANNING OFFICIALS IN THE IDENTIFICATION
OF OTHER CANADIAN INDUSTRIES WHERE PARTICULAR ATTENTION
SHOULD BE PAID TO CANDAIN SUPPLIERS. AT THE SAME
TIME THE SOVIET GROUP WILL BE CONCERNED WITH ITS
OWN MARKET DEVELOPMENT GOALS IN CANADA.

MR. GILLESPIE SAID HE ANTICIPATES THAT, FOLLOWING
THIS DELEGATION, THERE WILL BE AN INCREASED FLOW OF
CANADIAN BUSINESSMEN TO THE SOVIET UNION AND OF SOVIET
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BUYERS AND TECHNICAL PEOPLE TO ANADA. END VERBATIM
TEXT.

2. ITC MINISTER GILLESPIE TWICE CITED GOC TRADE
PROMOTIONAL EFFORT WITH
USSR IN ANSWERING CRITICAL
QUESTION (FROM BROADBENT, NDP) IN HOUSE OF COMMONS
MAY 14. GILLESPIE SAID:

BEGIN VERBATIM TEXT:

THIS YEAR WE PROBABLY HAVE THE MOST IMPRESSIVE LIST OF FOREIGN TRADE INITIATIVES THAT THE GOVERNMENT HAS EVER PUT FORWARD. WE HAVE MORE OUTGOING MISSIONS THAN AT ANY TIME IN THE PAST. WE HAVE MORE INCOMING MISSIONS. I WILL BE MEETING WITH THE FRENCH MINISTER, THE IRANIAN GROUP, THE GERMAN MINISTER, AND A VERY LARGE DELEGATION FROM RUSSIA WITHIN THE NEXT SIX WEEKS. WE ARE PARTICIPATING IN, AND I WILL CHECK THIS FIGURE, BETTER THAN 100 SEPARATE FAIRS AND MISSIONS ABROAD. WE ARE TRYING TO DEVELOP EXPORTS IN BOTH OUR TRADITIONAL AND NON-TRADITIONAL MARKETS.

ON A VERY RECENT MISSION TO CUBA AND VENEZUELA, WE SIGNED \$25 MILLION WORTH OF BUSINESS IN CUBA AND \$25 MILLION WORTH OF BUSINESS IN VENEZUELA. WE IDENTIFIED VERY CLOSE TO \$1 BILLION WORTH OF POTENTIAL BUSINESS. THE HON. MEMBER MAY RECALL THAT LAST WEEK I SIGNED A \$500 MILLION LINE OF CREDIT WITH THE U.S.S.R.
END VERBATIM TEXT.

3. COMMENT: WASHINGTON WILL NOTE HEAVY THIRD OPTION EMPHASIS IN FOREGOING.
PORTER

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